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USDOC FOR 3131/USFCS/OIO/ANESA/KREISSL  
USDOC FOR 4530/MAC/ANESA/OSA  
ICE HQ FOR STRATEGIC INVESTIGATIONS  
STATE FOR EB/ESP

E.O. 12958: N/A

TAGS: [ETTC](#) [ETRD](#) [BEXP](#) [IN](#)

SUBJECT: EXTRANCHECK: POST-SHIPMENT VERIFICATION: SARTORIUS INDIA  
PVT. LTD., BANGALORE

REF: USDOC 00264

¶1. Unauthorized disclosure of the information provided below is prohibited by Section 12(c) of the Export Administration Act.

¶2. Acting Export Control Officer (ECO) David Nardella and BIS FSN Prem Narayan conducted a Post-shipment Verification (PSV) at Sartorius India Pvt. Ltd. (Sartorius), Bangalore, on January 23, 2007.

¶3. BIS requested a PSV at Sartorius, a private sector company, located at: #10, 3rd Phase Peenya, 6th Main, KIADB Industrial Area, Bangalore 560058, Tel: 91-80-2837-7728, Fax: 91-80-4117-1840, Email: amit.chatterjee@sartorius.com, Website: www.sartorius.com. The PSV was requested under EAR99/NLR. Sartorius was listed as Ultimate Consignee for four (4) transactions for digital electronic type scales, balances and parts. The exporter was Sartorius North America, Arvada, CO.

¶4. ECO along with FSN Narayan met with Amit Chatterjee (Chatterjee), Managing Director, Biju Joseph (Joseph), Vice President-Manufacturing and N. Ramesh (Ramesh), Assistant Manager-Materials, Sartorius.

¶5. BIS requested seven (7) PSVs to be conducted at Sartorius for different commodities imported from seven different U.S. firms, including its U.S. affiliation Sartorius North America. Chatterjee and his colleagues were not aware of the BIS regulations. This was the first official visit by a USG or BIS official to Sartorius. Chatterjee stated that they regularly import products from U.S. companies. He stated that in the absence of the U.S. exporters' invoice numbers or relevant transaction papers, it will be difficult to locate the relevant transaction documentation. BIS team did not possess invoices for any of the 7 requested PSVs.

¶6. ECO then advised Chatterjee that BIS, through its headquarters, will obtain the copies of invoices and forward to Sartorius. ECO asked Chatterjee if he would permit the PSV to commence, once all associated invoices are obtained and provided to him. Chatterjee reluctantly replied that he believed the checks would be allowed, but added he would need to inquire with the parent company, to determine if there are corporate legal concerns associated with the PSVs.

¶7. He asked the BIS Team to first obtain, and forward to him the transaction invoices. He would then seek approval from his parent company in Germany, for the PSVs to commence. Chatterjee noted

that the subject equipment might not be at their facility because much of what Sartorius purchases is integrated into custom products sold to customers.

¶8. No invoices were obtained for the Sartorius North America Exports and Sartorius India could not determine which commodities were the subject of this check.

¶9. Sartorius was established in 1992, is a fully owned subsidiary of

Sartorius AG based in Goettingen, Germany. According to company brochure Sartorius is one of the leading laboratory and process technology providers covering the segments of biotechnology and mechatronics. For biotechnology industry Sartorius manufactures membrane filters, syringe filters, vacuum filtration units, pressure

filtration units and venting units. In mechatronics it manufactures

analytical balances, precision balances, micro and ultra micro-balances, moisture analysis equipment, and electrochemical analysis equipment. In addition, it manufactures gold and carat weighing scales. The key Sartorius customers include pharmaceutical, chemical and food and beverage industries. In addition, it sells its products to several research and educational institutes of the public sector undertakings (PSU). In India Sartorius is headquartered in Bangalore along with two manufacturing

facilities with five regional offices located in Mumbai, New Delhi, Kolkata, Secunderabad, and Chennai. Sartorius sales in FY 2006 were approximately \$23 million. It employs 450 personnel India-wide.

¶10. Recommendation: This check is inconclusive.

(PDAVIS/PNARAYAN) Pyatt